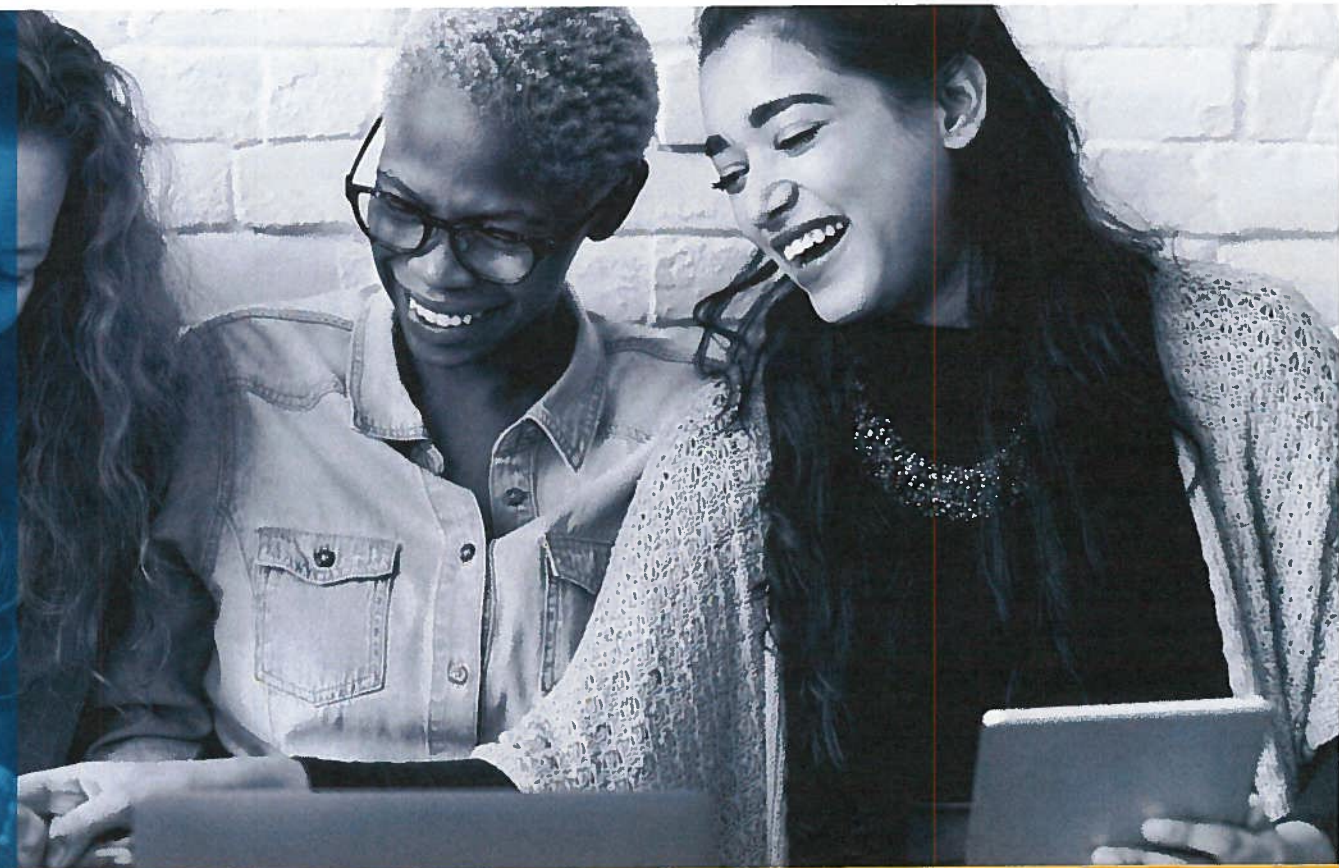




SANFORD
INSTITUTE of
PHILANTHROPY™

Make #Philanthropy Happen



Social Styles the Sanford Way

Learn how to Engage your Donors with Social Styles

May 22, 2017 from 11:30-1:00pm

Xavier University of Louisiana – University Center / Room 205

Cost: \$35.00

In this exclusive workshop, we will explore how to gain insight into how your donor is thinking and how to find the best way to approach and set up a working relationship with prospects.

During this workshop, you will learn how to:

- ***Recognize the 4 different behavioral style***
 - ***Identify your dominant style***
- ***Deal with people who operate from each of the various styles***
 - ***Understand the concept of versatility and adaptability***

Registration is required and lunch is included.
<http://www.xula.edu/ccsde/sanford/index.html>

Meet our instructor

Mrs. Krista Berry – Ortega, Associate Vice President – The Welty Group